

FOLLOWERS

90% of leaders gather *followers*

Leaders gather and train followers to *add* growth

Leaders who develop followers *need* to be needed

Leaders who develop followers focus on people's *weaknesses*

Leaders who develop followers focus on the *bottom* 20 percent

Leaders who develop followers lift up *themselves*

Leaders who develop followers *spend* time with people

Leaders who develop followers ask for *little* commitment

Leaders who develop followers lead everyone the *same*

Leaders who develop followers impact the *present* generation

LEADERS

10% of leaders gather *leaders*

Leaders gather and train leaders to *multiply* growth

Leaders who develop leaders *want* to be needed

Leaders who develop leaders focus on people's *strengths*

Leaders who develop leaders focus on the *top* 20 percent

Leaders who develop leaders lift up *others*

Leaders who develop leaders *invest* time with people

Leaders who develop leaders ask for *much* commitment

Leaders who develop leaders lead everyone *differently*

Leaders who develop leaders impact the *next* generation